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The 1986 Survey of Dental Practice

**Sources of Payment
for Dental Services**

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SOURCES OF PAYMENT FOR DENTAL SERVICES
FOR THE YEAR 1985

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HIGHLIGHTS

Please note that statistics are reported for independent dentists for the United States as a whole, and for each of the nine U.S. census regions. Gross income figures are reported for the entire primary practice in which the responding dentist worked (1985), as are the gross receipts.

Nationally, among all independent dentists payment for dental services directly from patients accounted for just under 50% of the gross income of private practitioners. This compares to 44.89% paid by private insurance and 4.96% by government programs.

For independent general practitioners, 46.7% of gross income was paid by patients directly, 47.26% by private insurance and 5.09% by government programs. About 56.5% of the gross income of independent specialists was paid directly by patients compared to 38.23% from private insurance and 4.59% by government programs.

Among all independent dentists, 3.8% reported no contribution to gross income from private insurance which compares to 2.4% of independent general practitioners and 7.7% of independent specialists.

About 50% of all independent dentists reported no payments by governmental programs, compared to 49.4% of the independent general practitioners and 53.5% of independent specialists.

Among all independent dentists, the percent of gross income paid by private insurance ranged from a low of 37.25% in the West South Central region to 51.6% in the Pacific region.

The percent of gross income from government programs ranged from 3.64% in the West South Central region to 7.89% in the West North Central region.

The percent of dentists with no private insurance payments ranged from 2.0% in the New England region to 7.9% in the West South Central region.

The percent of dentists with no payments from government programs ranged from 28.4% in the West North Central region to 65.5% in the Middle Atlantic region.

INTRODUCTION

This report examines the 1985 sources of payment for dental services for independent private practitioners. Statistics are reported for the nation as a whole and for each of the nine census regions. Percentage of gross income received from the following sources are reported: direct patient payment, payment from government programs (Medicare, Medicaid, or other public insurance), direct payment from private insurance carriers, and other sources (capitation or pre-paid, workman's compensation, trust fund, charity or not-for-profit, etc.). Detailed tables present figures for general practitioners and specialists separately, as well as an overall weighted average.

The mean gross income used in this report represents gross income for the entire practice. No attempt was made to adjust this figure on a "per dentist" basis. The regions where income is higher may contain a higher percentage of multiple practice dentists.

ALL UNITED STATES

Direct patient payment accounted for, on average, about 50% of the gross income of private practitioners. Private dental insurance accounted for 44.89% of gross income, while government programs contributed only 4.96%.

Independent specialists received more of their gross income from direct patient payment than did general practitioners (56.49% versus 46.7%, respectively). This pattern was reversed with payment from private dental insurance, where general practitioners received 47.26% and specialists received 38.23%. The mean gross income for all independent private practitioners was \$265,591. Independent specialists' gross income exceeded that of general practitioners by about 51%.

Of all independent private practitioners, only 3.8% received no payment from private dental insurance. Almost 8% of independent specialists received no payment from dental insurance, while only 2.4% of general practitioners reported no payment from this source. About half of all independent private practitioners received no payment from government programs, with no substantial difference between independent general practitioners and specialists.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
ALL UNITED STATES

ALL UNITED STATES

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	235347	1273	355757	427	265591	1700
DIRECT PATIENT PAYMENT	46.70	1274	56.49	454	49.27	1728
PRIVATE DENTAL INSURANCE	47.26	1274	38.23	454	44.89	1728
GOVERNMENT PROGRAMS	5.09	1274	4.59	454	4.96	1728
BY OTHER MEANS	0.95	1274	0.70	454	0.88	1728

ALL UNITED STATES

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	2.4	30	7.7	35	3.8	65
GOVERNMENT PROGRAMS	49.4	629	53.5	243	50.5	872

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

NEW ENGLAND

The overall gross income for independent private practitioners in New England was \$251,513, which is 5% less than the national average.

The percentages of income received as direct patient payment, private dental insurance payment, or payment by a government program did not vary much from the national averages -- neither for general practitioners nor specialists.

More New England dentists received payment from private dental insurance when compared to national averages. Only 2% reported receiving no payment from private dental insurance. Notably, specialists in this region received more payment from insurance companies with only 3.6% reporting no payment from this source. This compares to 7.7% nationally.

New England dentists received more payment from government programs with about 40% reporting no payment from this source. The national average was 50.5%.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
NEW ENGLAND

NEW ENGLAND

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	226836	77	327518	25	251513	102
DIRECT PATIENT PAYMENT	41.86	74	51.07	28	44.39	102
PRIVATE DENTAL INSURANCE	52.53	74	42.64	28	49.81	102
GOVERNMENT PROGRAMS	5.16	74	5.89	28	5.36	102
BY OTHER MEANS	0.46	74	0.39	28	0.44	102

NEW ENGLAND

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	1.4	1	3.6	1	2.0	2
GOVERNMENT PROGRAMS	43.2	32	35.7	10	41.2	42

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

MIDDLE ATLANTIC

The overall gross income for independent private practitioners in the Middle Atlantic was \$249,295, which is 6% less than the national average.

In a few cases, the percentages of income received as direct patient payment or private dental insurance payment varied from the national averages. Independent specialists in the Middle Atlantic region received almost 65% of their gross income from direct patient payment; the national average is about 56.5%. Gross income received from private dental insurance by Middle Atlantic independent specialists (about 29%) also differs from the national average (about 38%).

Fewer Middle Atlantic independent general practitioners received payment from government programs, with 68% receiving no payment from this source. The national average was 50.5%. Fewer independent specialists in this region received payment from private dental insurance, with about 10% receiving no payment from this source.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
MIDDLE ATLANTICMIDDLE ATLANTIC
MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	209281	197	351667	77	249295	274
DIRECT PATIENT PAYMENT	49.48	206	64.48	87	53.93	293
PRIVATE DENTAL INSURANCE	44.70	206	28.91	87	40.01	293
GOVERNMENT PROGRAMS	5.03	206	6.08	87	5.34	293
BY OTHER MEANS	0.79	206	0.54	87	0.72	293

MIDDLE ATLANTIC
NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	2.4	5	10.3	9	4.8	14
GOVERNMENT PROGRAMS	68.0	140	59.8	52	65.5	192

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

SOUTH ATLANTIC

The overall gross income for independent private practitioners in the Middle Atlantic was \$287,500, which is 8% higher than the national average.

When compared to national averages, a higher percentage of gross income in the South Atlantic region was received from direct patient payment (55.88% versus 49.27%), while a lower percentage was received from private dental insurance (39.24% versus 44.89%).

The percentage of dentists not receiving any payment from dental insurance does not vary from the national figure, but a slightly higher percentage (57.4% versus 50.5%) of dentists received no payment from government programs.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
SOUTH ATLANTICSOUTH ATLANTIC
MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	267097	198	363724	53	287500	251
DIRECT PATIENT PAYMENT	54.87	200	59.34	58	55.88	258
PRIVATE DENTAL INSURANCE	39.77	200	37.40	58	39.24	258
GOVERNMENT PROGRAMS	4.63	200	2.52	58	4.15	258
BY OTHER MEANS	0.73	200	0.74	58	0.74	258

SOUTH ATLANTIC
NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	3.5	7	5.2	3	3.9	10
GOVERNMENT PROGRAMS	56.5	113	60.3	35	57.4	148

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

EAST SOUTH CENTRAL

Mean gross income for the East South Central region was reported at \$195,041, almost 27% lower than the national average. Independent general practitioners' income was almost 25% lower, while specialists' income was 21% lower.

The percentages of gross income received from direct patient payment, private dental insurance and government programs do not vary significantly from the national averages, except in a few cases. East South Central independent specialists received only 1.8% of gross income from government programs, while the national average was 4.59%. Just under 37% of East South Central independent general practitioners reported no payments from government programs, while the national average was almost 50%. About 41% of all independent practitioners in this region reported no payments from government programs; the national figure was 50%.

The East South Central region does not vary from the nation as a whole in terms of the percentage of dentists receiving no payments from private dental insurance and government programs.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
EAST SOUTH CENTRAL

EAST SOUTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	177244	72	280467	15	195041	87
DIRECT PATIENT PAYMENT	49.14	71	55.80	15	50.30	86
PRIVATE DENTAL INSURANCE	45.69	71	42.40	15	45.12	86
GOVERNMENT PROGRAMS	4.82	71	1.80	15	4.29	86
BY OTHER MEANS	0.35	71	0.00	15	0.29	86

EAST SOUTH CENTRAL

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	1.4	1	13.3	2	3.5	3
GOVERNMENT PROGRAMS	36.6	26	60.0	9	40.7	35

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

EAST NORTH CENTRAL

The mean gross income for independent private practitioners in the East North Central region was \$269,634, which was slightly above the national mean. However, specialists' income was 14.4% higher than the national average.

The percentages of payment received from private dental insurance did not differ substantially from the national average. Direct patient payment accounted for a slightly smaller percentage of the total receipts in the East North Central region than nationally (43.3% versus 49.27%). Government program contribution to gross receipts did not vary substantially from the national average.

The overall averages for East North Central independent dentists reporting no income from either private dental insurance or government programs were very similar to the national figures.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
EAST NORTH CENTRALEAST NORTH CENTRAL
MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	226515	242	406935	76	269634	318
DIRECT PATIENT PAYMENT	42.02	241	47.24	78	43.30	319
PRIVATE DENTAL INSURANCE	52.97	241	46.97	78	51.50	319
GOVERNMENT PROGRAMS	4.02	241	4.82	78	4.22	319
BY OTHER MEANS	0.99	241	0.96	78	0.98	319

EAST NORTH CENTRAL
NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	1.7	4	5.1	4	2.5	8
GOVERNMENT PROGRAMS	53.1	128	51.3	40	52.7	168

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

WEST SOUTH CENTRAL

The mean overall gross income in the West South Central region was reported at \$253,771, which is only slightly lower than the national average.

Dentists in this region received more of their gross income from direct patient payment when compared to national figures (57.9% versus 49.27%). A smaller percentage of gross income was paid by private insurance in this region. A higher percentage of dentists (7.9% versus 3.8%) reported that they received no income from private dental insurance.

Roughly 64% (as compared to 50.5% nationally) received no payment from government programs.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
WEST SOUTH CENTRAL

WEST SOUTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	223968	95	309286	51	253771	146
DIRECT PATIENT PAYMENT	55.59	97	62.06	54	57.90	151
PRIVATE DENTAL INSURANCE	39.65	97	32.94	54	37.25	151
GOVERNMENT PROGRAMS	3.92	97	3.15	54	3.64	151
BY OTHER MEANS	0.85	97	1.87	54	1.21	151

WEST SOUTH CENTRAL

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	5.2	5	13.0	7	7.9	12
GOVERNMENT PROGRAMS	58.8	57	72.2	39	63.6	96

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

WEST NORTH CENTRAL

Independent private practitioners in this region reported a mean gross income of \$247,202, which is about 7% lower than the national average. Independent general practitioners' gross income was lower than the national average, while independent specialists' average gross income was slightly higher.

The percentage of gross income received from various sources differed substantially only for independent specialists. West North Central independent specialists received 45% of gross income from direct patient payment, while the national average was 56.49%. Just over 45% of gross income was received from private dental insurance, while the national average was only 38.23%.

Compared to national averages, more dentists in the West North Central region received payment from government programs (7.89% versus 4.96%). The percentage of independent dentists receiving no payment from private dental insurance varies only slightly from national figures (2.8% versus 3.8%).

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
WEST NORTH CENTRAL

WEST NORTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	218517	115	365016	28	247202	143
DIRECT PATIENT PAYMENT	48.41	111	45.00	30	47.68	141
PRIVATE DENTAL INSURANCE	43.39	111	45.27	30	43.79	141
GOVERNMENT PROGRAMS	7.39	111	9.73	30	7.89	141
BY OTHER MEANS	0.82	111	0.00	30	0.65	141

WEST NORTH CENTRAL

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	2.7	3	3.3	1	2.8	4
GOVERNMENT PROGRAMS	27.5	31	30.0	9	28.4	40

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

Independent private practitioners in the Mountain region reported a mean gross income of \$253,575, which is slightly lower than the national average.

The Mountain region does not vary much from the national averages in terms of percentages of income received from direct patient payment, private dental insurance, and government programs.

When compared to the nation as a whole, more independent dentists in the Mountain region receive payment from government programs, with almost 39% (as compared to 50.5% nationally) reporting that they receive no payment from government programs.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
MOUNTAIN

MOUNTAIN

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	214754	77	364286	27	253575	104
DIRECT PATIENT PAYMENT	47.11	75	57.21	28	49.85	103
PRIVATE DENTAL INSURANCE	45.17	75	39.25	28	43.56	103
GOVERNMENT PROGRAMS	5.97	75	2.79	28	5.11	103
BY OTHER MEANS	1.75	75	0.75	28	1.48	103

MOUNTAIN

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	4.0	3	10.7	3	5.8	6
GOVERNMENT PROGRAMS	34.7	26	50.0	14	38.8	40

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

The Pacific region has the highest overall mean gross income, at \$311,920. This is almost 15% higher than the national figure. Independent general practitioners were 14% higher, and specialists were slightly higher than the national figure.

This region had the highest percentage of gross income received from private dental insurance, about 51.6%. Independent general practitioners received about 56% of their gross income from private dental insurance. This is considerably higher than the national independent general practitioner average (about 56% versus 47.26%).

All but one general practitioner in this region reported receiving some payment from private dental insurance. When compared to the national average, more Pacific region dentists reported receiving payment from government programs, with about 40% reporting no payment from government programs. The national average was 50.5%.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
PACIFICPACIFIC
MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	294585	193	357752	73	311920	266
DIRECT PATIENT PAYMENT	35.88	191	56.82	73	41.67	264
PRIVATE DENTAL INSURANCE	56.42	191	38.99	73	51.60	264
GOVERNMENT PROGRAMS	6.11	191	3.92	73	5.50	264
BY OTHER MEANS	1.57	191	0.27	73	1.21	264

PACIFIC
NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	0.5	1	6.8	5	2.3	6
GOVERNMENT PROGRAMS	37.2	71	46.6	34	39.8	105

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

Methodology and Definitions

INTRODUCTION

The 1986 Survey of Dental Practice (SDP) is a continuation of the series of surveys that have been conducted every two to three years since the early 1950's, annually since 1982, by the American Dental Association's Bureau of Economic and Behavioral Research. The purpose of the survey is to provide reliable information on selected characteristics of private practice in the United States.

The 1986 SDP consisted of detailed questions dealing with expenses of operating a private practice, net and gross income from the private practice of dentistry, the number of patient visits to the dentist, hours and weeks worked in the practice, occupational status and employment status, practice personnel mix, auxiliary employment and wages, and other selected characteristics.

SURVEY METHODOLOGY

The 1986 SDP was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

Sampling

The population consisted of 129,039 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 Distribution is the most recent complete census, the sampling frame is updated periodically by adding information about recent graduates, retirement and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population) to ensure adequate numbers for statistical analysis. It should be noted that the sample was drawn in such a way

as to be able to make statements about general practitioners and specialists as a whole. We may not have, for any given specialty, enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1986 SDP was initially mailed in April, 1986. Two follow-up mailings to non-respondents occurred in May and June, 1986. Coding, hand-editing, and computer processing were completed by October, 1986. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 50.4%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitioners in the sample is 74.5%, specialists, 25.5%.

The weights were computed as follows:

General Practitioner - $.85/.745 = 1.140939$

Specialist - $.15/.255 = 0.588235$

These weights were employed in the calculations of means and medians where general practitioners and specialists were combined - where statements were made about "all" independent or solo dentists.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1986) practice prior to 1985.

ALL DENTISTS: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

DENTAL PRACTICE PERSONNEL (ALL STAFF): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

FULL-TIME and PART-TIME: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

HOURLY SALARY: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

INDEPENDENT DENTISTS: All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and a shareholder in an incorporated practice.

MEAN: This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

MEAN PER YEAR: Several variables in the tables are reported as means per year (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values reported by dentists, by the number of weeks worked in the office for the year.

NONOWNER DENTISTS (EMPLOYED): This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

NONSOLO DENTISTS: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

PATIENT NO-SHOWS: The total of patient no shows was defined as the difference between the number of patient appointments and the number of scheduled visits. It was assumed that the number of scheduled visits were equal to or less than the number of patient appointments.

REGIONS: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: EA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OD, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

SCHEDULED VISITS: Scheduled visits are the patient appointments who were present in the office for treatment.

SOLO DENTISTS: All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

TOTAL PATIENT VISITS: Total patient visits is the sum of walk-in visits, emergency visits, and scheduled visits.

WEIGHTING: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

1986 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1985? Please circle **one** response for **EACH** column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice/retired	09	09
k. Occupation unrelated to dentistry	10	10
l. NO SECONDARY OCCUPATION	—	11

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1985 as:

- a **PRIMARY** occupation, **OR**
- a **SECONDARY** occupation, **OR**
- both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1985 please **RETURN THE QUESTIONNAIRE**. Thank you.

INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1985), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

Yes 1
No 2

3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1985? 19 _____ 19 _____

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify _____		

5. Which **ONE** of the following **BEST** describes your employment status in that practice during 1985?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify _____		

6. What was the zip code of your practice(s) during 1985? _____

zip code

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1985?

The average number of:

- a. **APPOINTMENTS SCHEDULED** per week (EXCLUDING those with hygienist appointments only)

Primary Practice Secondary Practice

appointments per week

- b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.)

visits per week

- c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.)

visits per week

- d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (EXCLUDING those with hygienist appointments only)

visits per week

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1985

Primary Practice Secondary Practice

- a. Total number of weeks worked (excluding vacation)

weeks

- b. Total number of **HOURS PER WEEK** spent in the practice

hours per week

- c. Number of hours per week spent **TREATING PATIENTS** in the practice

hours per week

9. What was **YOUR** 1985 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

Net Income

- a. Your primary practice \$ _____ 00
b. Your secondary practice (if applicable) \$ _____ 00
c. Other income from dentistry (i.e., teaching, research, other practice, etc.) \$ _____ 00

If you were in private practice as a **PRIMARY OCCUPATION** during 1985, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1985, **DO NOT CONTINUE**. Please return the questionnaire. Thank you.

ENTIRE PRIMARY PRACTICE CHARACTERISTICS 28

10. **INCLUDING YOURSELF**, please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1985. (If none, enter zero.)

Number of Dentist Positions

- a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders)

- b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) (If none, enter zero)

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1985. (If none, enter zero.)

Number of Employee Positions
full-time part-time

- a. Dental hygienist(s)

- b. Chairside assistant(s)

- c. Secretary/receptionist(s)*

- d. Dental laboratory technician(s)

- e. Bookkeeper, business personnel

- f. Other: please specify

*NOTE: A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

If the **ENTIRE PRIMARY PRACTICE** employed any dental hygienists in 1985, please continue. If no hygienists were employed, skip to question 16.

12. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1985:

Dental Hygienist(s)

The average number of:

- a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment

appointments per week

- b. **SCHEDULED VISITS** per week that were actually treated by all hygienist(s)

visits per week

13. Which of the following was the predominant method of reimbursing dental hygienist(s) in the **ENTIRE PRIMARY PRACTICE**? (Circle one.)

- a. Salary only 1
b. Commission only 2
c. Salary plus commission 3
d. Other, please specify

14. Do you consider dental hygienists to be an employee of your practice or an independent contractor? (Circle one.)

- a. employee 1
b. independent contractor 2
c. Other, please specify

15. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1985. If the practice did not employ someone in these positions, please check the appropriate box in the first column. 29

	Not applicable (Please check boxes)	1985 ANNUAL Salary/ Commission (in dollars)	Weeks Worked in 1985	Hours Worked per Week	Length of Experience PRIOR to Employment in this Practice	Length of Employment in this Practice
DENTAL HYGIENIST(S):						
Position #1	☐	\$ _____ per year	_____	_____	_____	_____
Position #2	☐	\$ _____ per year	_____	_____	_____	_____
Position #3	☐	\$ _____ per year	_____ weeks	_____ hours	_____ years _____ months	_____ years _____ months

16. Approximately what percentage of the patients who visited the primary practice

	Entire Practice Patient Characteristics
a. were	
14 years of age or younger	_____ %
15 to 64 years of age	_____ %
65 years of age or older	_____ %
	TOTAL 100 %
b. were members of families whose annual income is estimated to be:	
under \$10,000	_____ %
\$10,000 to 29,999	_____ %
\$30,000 or more	_____ %
	TOTAL 100 %
c. were	
covered by a private insurance program that pays or partially pays for their dental care	_____ %
covered by a public assistance program that pays or partially pays for their dental care	_____ %
not covered by an insurance program	_____ %
	TOTAL 100 %
d. were members of a racial minority	_____ %

If you were a solo practitioner during 1985, please skip to question 18.

17. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1985.

	Entire Practice
The average number of:	
a. APPOINTMENTS SCHEDULED per week (EXCLUDING those with hygienist appointments only)	_____ appointments per week
b. WALK-IN VISITS per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero	_____ visits per week
c. EMERGENCY VISITS per week (i.e., no appointment scheduled) If none, enter zero	_____ visits per week
d. SCHEDULED VISITS per week that were ACTUALLY treated (EXCLUDING those with hygienist appointments only)	_____ visits per week

18. In the **ENTIRE PRIMARY PRACTICE**, what was the total amount of fees charged for the dental care provided during 1985 (annual billing)? \$ _____ 00

19. What percentage of the **GROSS RECEIPTS** were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment	_____ %
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)	_____ %
c. as direct payment from private insurance carriers	_____ %
d. from other sources of payment (Please specify) _____	_____ %
	TOTAL 100 %

20. During 1985, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes _____ 1
No _____ 2

If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1985? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	\$ _____ 00
b. Yearly mortgage (including interest)	\$ _____ 00
c. Total salaries, wages and commissions of non-dentists employees	\$ _____ 00
d. Commercial dental laboratory charges	\$ _____ 00
e. Dental supplies	\$ _____ 00
f. Advertising expenses	\$ _____ 00
g. Bad debts	\$ _____ 00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1985? \$ _____ 00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.